









Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CP O	Advertised Price (Time of Sale)	Transaction Price	Advertised Price to Market % (Time of Sale)	Front-End Gross	Finance Gross
ex.	P123456	2015	Chevrolet	Equinox	35	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$750	\$1,100
1	SL4401A	2018	AUDI	Q5	22	Trade on Used	YES	\$ 26,995	\$ 26,495	98%	\$352	\$887
2	L4580	2017	AUDI	A3	9	Auction/Wholesale	YES	\$ 24,995	\$ 24,445	99%	\$1,820	\$1,639
3	L4553	2017	AUDI	A6	33	Auction/Wholesale	YES	\$ 26,995	\$ 27,000	100%	\$2,721	\$928
4	SL4439	2020	AUDI	Q5	19	Loaner/Rental Fleet	Yes	\$ 39,995	\$ 39,000	100%	\$2,538	\$591
5	SL4209B	2015	BMW	750LXI	26	Trade on Used	No	\$ 27,995	\$ 27,995	98%	\$2,061	\$0
6	14906A	2019	AUDI	A7	43	Trade on New	Yes	\$ 60,500	\$ 58,800	96%	\$808	\$214
7	SL4237	2019	AUDI	Q7	47	Loaner/Rental Fleet	YES	\$ 52,995	\$ 52,295	100%	\$553	\$0
8	SL4192	2019	AUDI	Q7	84	Loaner/Rental Fleet	YES	\$ 52,995	\$ 52,745	100%	\$519	\$1,665
9	L4586	2017	AUDI	Q5	9	Auction/Wholesale	YES	\$ 27,495	\$ 26,161	92%	\$500	\$0
10	L4578	2018	AUDI	A5SB	15	Auction/Wholesale	YES	\$ 36,995	\$ 36,995	100%	\$1,084	\$100
11	SL4275A	2015	AUDI	A7	10	Trade on Used	No	\$ 22,995	\$ 21,995	96%	\$2,690	\$434
12	14715A	2015	HONDA	ACCORD	16	Trade on New	No	\$ 18,995	\$ 18,495	92%	\$2,521	\$0
13	PT4555	2015	HONDA	ODYSSEY	43	Trade on New	No	\$ 15,495	\$ 15,145	87%	\$2,486	\$1,132
14	L4584	2018	AUDI	Q5	11	Auction/Wholesale	YES	\$ 34,995	\$ 34,295	99%	\$1,319	\$600
15	L4579	2018	AUDI	SQ5	16	Auction/Wholesale	YES	\$ 44,250	\$ 43,655	101%	\$1,777	\$600
16	SL4328	2019	AUDI	A4	58	Loaner/Rental Fleet	YES	\$ 36,495	\$ 35,995	102%	\$749	\$600
17	P4573	2016	AUDI	A3	24	Street/Curb Buy	No	\$ 15,495	\$ 14,495	97%	\$3,758	\$889
18	SL4202	2019	AUDI	Q5	85	Loaner/Rental Fleet	YES	\$ 41,495	\$ 41,495	98%	\$327	\$949
19	L4544	2017	AUDI	A3	53	Auction/Wholesale	YES	\$ 23,995	\$ 23,250	90%	\$2,054	\$300
20	P4556A	2018	DODGE	CHARGER	29	Trade on Used	No	\$ 21,995	\$ 21,500	86%	\$3,057	\$304
21	L4591	2017	AUDI	A7	15	Auction/Wholesale	YES	\$ 43,750	\$ 42,750	94%	\$1,464	\$500
22	L4405A	2012	VOLVO	S80	16	Trade on Used	No	\$ 10,995	\$ 10,495	96%	\$1,764	\$457
23	L4557A	2013	AUDI	A4	20	Trade on Used	No	\$ 13,495	\$ 13,000	98%	\$2,230	\$1,034
24	L4592	2018	AUDI	Q5	14	Auction/Wholesale	YES	\$ 35,495	\$ 34,980	97%	(\$185)	\$630
25	SL4397	2020	AUDI	Q5	31	Loaner/Rental Fleet	YES	\$ 43,495	\$ 43,495	100%	\$3,122	\$728
26	L4598	2017	AUDI	A4	4	Auction/Wholesale	YES	\$ 26,995	\$ 26,595	98%	\$819	\$500
27	L4569	2018	AUDI	S4	35	Auction/Wholesale	YES	\$ 40,995	\$ 40,995	99%	\$1,929	\$1,199

28	L4574	2018	AUDI	A5SB	23	Auction/Wholesale	YES	\$	35,495	\$	34,745	102%	\$2,125	\$0
29	SL4330	2019	AUDI	Q5	65	Loaner/Rental Fleet	YES	\$	41,995	\$	41,000	98%	(\$208)	\$0
30	15089A	2017	CADILLAC	ESCALADE	14	Trade on New	No	\$	44,995	\$	44,995	88%	\$4,006	\$2,627
31	L4595	2017	AUDI	A3	12	Auction/Wholesale	YES	\$	24,495	\$	24,295	99%	\$569	\$1,111
32	14911B	2014	MAZDA	CX-9	43	Trade on New	No	\$	13,250	\$	12,700	91%	\$998	\$0
33	SL4411	2020	AUDI	Q5	24	Loaner/Rental Fleet	YES	\$	43,495	\$	43,495	96%	\$2,994	\$0
34	L4581	2017	AUDI	A4	29	Auction/Wholesale	YES	\$	29,495	\$	28,795	100%	\$232	\$0
35	SL4159	2019	AUDI	A4	129	Loaner/Rental Fleet	YES	\$	33,995	\$	33,400	96%	\$312	\$1,310
36	15100DA	2019	JEEP	GRAND CHERK	11	Trade on New	No	\$	42,995	\$	42,995	95%	\$5,177	\$3,419
37	SL4347	2019	AUDI	A3	69	Loaner/Rental Fleet	YES	\$	30,495	\$	29,995	99%	\$1,468	\$700
38	L4576	2017	AUDI	A3	30	Auction/Wholesale	YES	\$	23,995	\$	23,495	95%	\$443	\$699
39	SL4382	2020	AUDI	Q5	36	Loaner/Rental Fleet	YES	\$	43,995	\$	42,495	98%	\$1,024	\$0
40	L4575	2017	AUDI	S6	33	Auction/Wholesale	YES	\$	44,995	\$	44,250	100%	(\$69)	\$139
41	SL4436	2020	AUDI	Q8	37	Loaner/Rental Fleet	YES	\$	69,500	\$	69,095	98%	\$3,994	\$2,017
42	L4577A	2014	JEEP	CHEROKEE LAT.	27	Trade on Used	No	\$	11,795	\$	10,795	95%	\$2,363	\$0
43	L4594	2018	AUDI	A4	19	Auction/Wholesale	YES	\$	32,995	\$	32,195	104%	\$1,089	\$0
44	L4568	2017	AUDI	Q3	45	Auction/Wholesale	YES	\$	25,995	\$	25,595	95%	\$3,825	\$300
45	L4527	2017	AUDI	A7	74	Auction/Wholesale	YES	\$	38,995	\$	38,495	91%	\$1,930	\$0
46	SL4329	2019	AUDI	Q5	76	Loaner/Rental Fleet	YES	\$	42,495	\$	41,745	98%	\$560	\$600
47	SL4314	2019	AUDI	Q5	79	Loaner/Rental Fleet	YES	\$	41,995	\$	41,495	96%	\$852	\$300
48	SL4437	2020	AUDI	Q8	26	Loaner/Rental Fleet	YES	\$	65,995	\$	64,490	91%	\$3,359	\$0
49	L4603	2018	AUDI	A5CAB	19	Auction/Wholesale	YES	\$	41,750	\$	40,750	96%	\$3,499	\$0
50	L4617	2018	AUDI	A4	5	Auction/Wholesale	YES	\$	33,750	\$	33,000	97%	\$2,432	\$500
51	SL4153	2019	AUDI	A5	89	Loaner/Rental Fleet	YES	\$	37,495	\$	36,745	98%	(\$1,120)	\$300
52	L4527A	2013	BMW	X5	6	Trade on Used	No	\$	12,995	\$	12,500	95%	\$550	\$202
53	L4597	2018	AUDI	TT	19	Auction/Wholesale	No	\$	35,995	\$	35,495	104%	\$4,153	\$697

## Scoreboard Totals

% Retailed of Non-Franchise Make	100%
Total # Retail Units	77
Avg. Days to Sale	33.8
Avg. Advertised Price (Time of Sale)	\$ 34,870
Avg. Transaction Price	\$ 34,192
Avg. Market Price at 100%	\$ 36,098
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	95%
Avg. Transactional Discount	\$ 678
Avg. Front-End Gross	\$ 1,791
Avg. Finance Gross	\$ 608
PUVR	\$ 2,399
Total Gross (Units & PUVR)	\$ 184,728
GROI	75%
% with Trade	17%
Avg. Over/Under Allowance	\$0



## Scoreboard

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Desk Manager	Totals	CHRIS STEELE
% Retailed of Non-New Franchise	100%	100%
Total # Retail Units	77	77
Avg. Days to Sale	33.8	33.8
Avg. Advertised Price (Time of Sale)	\$ 34,870	\$ 34,870
Avg. Transaction Price	\$ 34,192	\$ 34,192
Avg. Market Price at 100%	\$ 36,098	\$ 36,020
Avg. Price to Market % (Time of Sale)	97%	97%
Avg. Transaction to Market	95%	95%
Avg. Transactional Discount	\$ 678	\$ 678
Avg. Front-End Gross	\$ 1,791	\$ 1,791
Avg. Finance Gross	\$ 608	\$ 608
PUVR	\$ 2,399	\$ 2,399
Total Gross (Units & PUVR)	\$ 184,728	\$ 184,728
GROI	75%	75%
% with Trade	17%	17%
Avg. Over/Under Allowance	0	0









## Scoreboard

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Sales Consultant	Totals	MAX VARGAS
% Retailed of Non-New Franchise	100%	100%
Total # Retail Units	77	8
Avg. Days to Sale	33.8	20.6
Avg. Advertised Price (Time of Sale)	\$ 34,870	\$ 25,214
Avg. Transaction Price	\$ 34,192	\$ 24,366
Avg. Market Price at 100%	\$ 36,098	\$ 26,719
Avg. Price to Market % (Time of Sale)	97%	94%
Avg. Transaction to Market	95%	91%
Avg. Transactional Discount	\$ 678	\$ 849
Avg. Front-End Gross	\$ 1,791	\$ 2,283
Avg. Finance Gross	\$ 608	\$ 489
PUVR	\$ 2,399	\$ 2,772
Total Gross (Units & PUVR)	\$ 184,728	\$ 22,174
GROI	75%	199%
% with Trade	17%	13%
Avg. Over/Under Allowance	0	0



*r to access the dropdown list, then scroll up to select your staff member for each column.)*

RON RABILLAS	BRIAN BUCHOLTZ	BRUCE ALLEN	JEN MARTIN
100%	100%	100%	100%
14	26	4	2
42.6	41.2	16.8	18.0
\$ 37,307	\$ 36,938	\$ 37,995	\$ 33,995
\$ 36,505	\$ 36,229	\$ 37,545	\$ 33,895
\$ 38,252	\$ 38,294	\$ 38,507	\$ 35,025
98%	96%	99%	97%
95%	95%	98%	97%
\$ 802	\$ 710	\$ 450	\$ 100
\$ 1,171	\$ 2,021	\$ 1,439	\$ 1,782
\$ 474	\$ 799	\$ 661	\$ 556
\$ 1,645	\$ 2,820	\$ 2,100	\$ 2,337
\$ 23,035	\$ 73,328	\$ 8,399	\$ 4,674
38%	68%	120%	138%
21%	12%	25%	0%
0	0	0	0

SUSAN MCCLAIN	KEVIN FRASER	HOUSE	
100%	100%	100%	#DIV/0!
11	11	1	0
28.6	31.7	6.0	#DIV/0!
\$ 35,923	\$ 33,859	\$ 12,995	#DIV/0!
\$ 35,450	\$ 33,126	\$ 12,500	#DIV/0!
\$ 37,088	\$ 34,804	\$ 13,679	#DIV/0!
97%	97%	95%	#DIV/0!
96%	95%	91%	#DIV/0!
\$ 473	\$ 733	\$ 495	#DIV/0!
\$ 1,831	\$ 1,883	\$ 550	#DIV/0!
\$ 504	\$ 542	\$ 202	#DIV/0!
\$ 2,335	\$ 2,425	\$ 752	#DIV/0!
\$ 25,690	\$ 26,676	\$ 752	#DIV/0!
83%	83%	361%	#DIV/0!
9%	36%	0%	#DIV/0!
0	0	0	#DIV/0!



























## Scoreboard

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Finance Manager	Totals	ALLEN ABOONA
% Retailed of Non-New Franchise	100%	100%
Total # Retail Units	77	77
Avg. Days to Sale	33.8	33.8
Avg. Advertised Price (Time of Sale)	\$ 34,870	\$ 34,870
Avg. Transaction Price	\$ 34,192	\$ 34,192
Avg. Market Price at 100%	\$ 36,098	\$ 36,020
Avg. Price to Market % (Time of Sale)	97%	97%
Avg. Transaction to Market	95%	95%
Avg. Transactional Discount	\$ 678	\$ 678
Avg. Front-End Gross	\$ 1,791	\$ 1,791
Avg. Finance Gross	\$ 608	\$ 608
PUVR	\$ 2,399	\$ 2,399
Total Gross (Units & PUVR)	\$ 184,728	\$ 184,728
GROI	75%	75%
% with Trade	17%	0%
Avg. Over/Under Allowance	0	0









## Scoreboard

CPO	Totals	Yes
Total # Retail Units	77	56
Avg. Days to Sale	33.8	37.3
Avg. Advertised Price (Time of Sale)	\$ 34,870	\$ 38,951
Avg. Transaction Price	\$ 34,192	\$ 38,231
Avg. Market Price at 100%	\$ 36,098	\$ 39,914
Avg. Price to Market % (Time of Sale)	97%	98%
Avg. Transaction to Market	95%	96%
Avg. Transactional Discount	\$ 678	\$ 720
Avg. Front-End Gross	\$ 1,791	\$ 1,431
Avg. Finance Gross	\$ 608	\$ 570
PUVR	\$ 2,399	\$ 2,001
Total Gross (Units & PUVR)	\$ 184,728	\$ 112,041
GROI	75%	51%
% with Trade	17%	24%
Avg. Over/Under Allowance	0	0



No	
	21
	24.7
\$	23,420
\$	23,420
\$	25,634
	91%
	91%
\$	566
\$	2,753
\$	708
\$	3,461
\$	72,687
	215%
	16%
	0

## Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	77	0
Avg. Days to Sale	33.8	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 34,870	#DIV/0!
Avg. Transaction Price	\$ 34,192	#DIV/0!
Avg. Market Price at 100%	\$ 36,098	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!
Avg. Transactional Discount	\$ 678	#DIV/0!
Avg. Front-End Gross	\$ 1,791	#DIV/0!
Avg. Finance Gross	\$ 608	#DIV/0!
PUVR	\$ 2,399	#DIV/0!
Total Gross (Units & PUVR)	\$ 184,728	#DIV/0!
GROI	75%	#DIV/0!
% with Trade	17%	#DIV/0!
Avg. Over/Under Allowance	0	#DIV/0!



No	
	77
	33.8
\$	34,192
\$	34,192
\$	36,020
	95%
	95%
\$	678
\$	1,791
\$	608
\$	2,399
\$	184,728
	75%
	5%
	0

## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	77	13	9
% of Retail Units	100%	17%	12%
% Retailed of Non-New Franchise	100%	100%	100%
Avg. Days to Sale	33.8	28.1	21.4
Avg. Transaction Price	\$ 34,192	\$ 29,777	\$ 18,030
Avg. Transaction to Market %	95%	90%	92%
Avg. Transactional Discount	\$ 678	\$ 700	\$ 554
Avg. Front End Gross	\$ 1,791	\$ 2,699	\$ 1,964
Avg. Finance Gross	\$ 608	\$ 776	\$ 513
PUVR	\$ 2,399	\$ 3,476	\$ 2,477
Total Gross (Units & PUVR)	\$ 184,728	\$ 45,184	\$ 22,290
GROI	75%	150%	231%
% with Trade	17%	15%	11%
Avg. Over/Under Allowance	0	0	0



Street/Curb buy	Auction/wholesale	Loaner/rental fleet	LBO customer
2	34	19	0
3%	44%	25%	0%
100%	100%	100%	#DIV/0!
14.5	22.8	65.5	#DIV/0!
\$ 25,745	\$ 34,630	\$ 44,972	#DIV/0!
94%	96%	97%	#DIV/0!
\$ 500	\$ 703	\$ 697	#DIV/0!
\$ 3,411	\$ 1,712	\$ 1,061	#DIV/0!
\$ 1,217	\$ 515	\$ 639	#DIV/0!
\$ 4,628	\$ 2,226	\$ 1,700	#DIV/0!
\$ 9,255	\$ 75,694	\$ 32,305	#DIV/0!
446%	102%	21%	#DIV/0!
50%	18%	16%	#DIV/0!
0	0	0	#DIV/0!



## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	77	46	15
% of Retail Units	100%	60%	19%
% Retailed of Non-New Franchise	100%	100%	100%
Avg. Days to Sale	33.8	17.0	36.7
Avg. Transaction Price	\$ 34,192	\$ 31,697	\$ 36,037
Avg. Transaction to Market %	95%	94%	94%
Avg. Transactional Discount	\$ 678	\$ 674	\$ 709
Avg. Front End Gross	\$ 1,791	\$ 2,041	\$ 2,237
Avg. Finance Gross	\$ 608	\$ 576	\$ 696
PUVR	\$ 2,399	\$ 2,617	\$ 2,934
Total Gross (Units & PUVR)	\$ 184,728	\$ 120,394	\$ 44,004
GROI	75%	175%	80%
% with Trade	17%	15%	13%
Avg. Over/Under Allowance	0	0	0



46-60 days	61-90 days	90+ days
5	8	3
6%	10%	4%
100%	100%	100%
53.6	77.6	128.0
\$ 34,907	\$ 40,464	\$ 45,298
94%	96%	96%
\$ 688	\$ 531	\$ 963
\$ 1,704	\$ 541	\$ (783)
\$ 447	\$ 564	\$ 1,028
\$ 2,150	\$ 1,105	\$ 245
\$ 10,752	\$ 8,842	\$ 736
41%	13%	2%
20%	25%	33%
0	0	0